

## Message Text

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PAGE 01 ABU DH 02074 131030Z  
ACTION NEA-10

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O P 131012Z JUL 77  
FM AMEMBSSY ABU DHABI  
TO USDOC WASHDC IMMEDIATE  
AMEMBASSY LONDON PRIORITY  
AMEMBASSY ATHENS PRIORITY  
INFO SECSTATE WASHDC PRIORITY 6383

UNCLAS ABU DHABI 2074

E.O. 11652: N/A  
TAGS: BEXP, BENC, TC  
SUBJECT: MANAGEMENT OF JEBEL ALI INDUSTRIAL PORT (DUBAI, UAE)

USDOC FOR CAGNE: MAJOR PROJECTS, ATHENS FOR RTDO, LONDON FOR  
ECON/COMMERCIAL SECTION AND KINSOLVING

REF: ABU DHABI 2052

1. SUMMARY: RETEL DISCUSSES REQUEST FOR RULER OF DUBAI  
THAT USG ASSIST HIM IN FINDING A US FIRM TO MANAGE THE INDUSTRIAL  
PORT HE IS BUILDING THIRTY-FIVE KILOMETERS SOUTH WEST OF DUBAI.  
RULER, WHO IS ABOUT TO VISIT LONDON, INVITES TWO OF THE  
INTERESTED US FIRMS WHOM HE HAS MET BEFORE TO COME TO  
LONDON TO SEE HIM. HE INVITES THE OTHER FIRMS TO COME TO  
DUBAI TO LOOK AT PROJECT AND MEET HIM AFTER HIS RETURN. T  
CEND SUMMARY.

2. SHAIKH RASHID BIN SA'ID AL MAKTUM, RULER OF DUBAI  
AND ITS DEPENDENCIES HAS INVITED JOHN. MCMULLEN AND ASSOCIATES  
AND TENNECO/NEWPORT NEWS TO VISIT DURING HIS UPCOMING  
TRIP TO LONDON TO DISCUSS THE MANAGEMENT OF JEBEL ALI PORT.  
IN A MEETING WITH OIC DUBAI ON JULY 13, SHAIKH RASHID  
EXPRESSED HIS APPRECIATION FOR USG EFFORT TO HELP HIM FIND  
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PAGE 02 ABU DH 02074 131030Z

A MANAGER FOR THE NEW HARBOR. HE SAID HE WOULD LIKE  
TO MEET THE TWO FIRMS MENTIONED ABOVE DURING HIS TRIP TO  
LONDON BECAUSE HE HAD ALREADY MET THEM IN DUBAI AND KNEW  
THE "HAD AN IDEA" OF THE JEBEL ALI PROJECT. HE INVITED  
ALL THE OTHER COMPANIES INTERESTED TO COME TO DUBAI AFTER  
HIS RETURN END OF JULY AND TO STUDY THE PORT AND THEN, IF  
THEY CONTINUED IN THEIR INTEREST TO COME TO SEE HIM.'

3. RASHID HAS AGAIN STRESSED THAT HE WISHED THIS MATTER TO BE HANDLED DIRECTLY WITH HIM; HE DID NOT WANT TO UAE EMBASSY IN LONDON OR AMBASSADOR TAJIR'S OFFICE IN DUBAI INVOLVED. HE SPECIFICALLY REPEATED THAT HE WANTED TO SEE JOHN J. MCMULLEN ASSOCIATES AS WELL AS TENNECO/NEWPORT NEWS. SHAIKH RASHID ASKED THAT ARRANGEMENTS FOR APPOINTMENTS TO SEE HIM BE HANDLED BY HIS CHIEF OF PROTOCOL, HUMAID BIN DREI.

4. BIN DREI WILL BE WITH RASHID DURING HIS TRIP TO LONDON AND MAY BE UBEACHED AT THE CARLTON TOWER HOTEL IN LONDON THERE. BIN DREI ASKED THAT THE TWO FIRMS CONTACT HIM THROUGH AMEMBASSY LONDON AND THAT THE MATTER BE HANDLED DISCREETLY. RASHID HOPES TO SEE THE COMPANIES SOMETIME AROUND JULY 20.

5. ACTION REQUESTED: REQUEST CAGNE CALL MCMULLEN AND TENNECO/NEWPORT NEWS AND INFORM THEM OF SHAIKH RASHID'S DESIRES. AND RTDO ATHENS INFORM OTHER INTERESTED FIRMS ABOUT OPPORTUNITY TO VISIT DUBAI END JULY OR EARLY AUGUST FOR INITIAL DISCUSSIONS WITH RASHID.  
DICKMAN

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## Message Attributes

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**Review Markings:**  
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